


# FINANCIAL RESULTS FY24-25: July 2024 – June 2025


eVISO DEDICATION TO SHAREHOLDERS IN THE LAST YEAR





47 meetings with investors and shareholders 

34 regulated press releases 

10 interviews 

6 videos for shareholders 

> 50 institutional investors 

Shareholders from over 20 countries   
**worldwide**, including international pension funds  
and small cap etfs

Winner of the   
**Best Financial Communication 2024**  
award by Assonext



# TODAY'S SPEAKERS



**Gianfranco Sorasio**

*Founder, Chairman and CEO*

- Harvard BS ALUMNI (OPM43) Ph.D. In Physics (Umea, Sweden) under L. Stenflo (Nobel Committee Chairman) Nuclear Engineer (PoliTo)
- Author of several scientific papers on supercomputers' numerical simulation
- 20+ years of experience in the Energy sector



**Lucia Fracassi**

*General Manager*

- Harvard Business School, Advanced Management Program(AMP208 in 2025)
- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of Piacenza and Master in Digital Transformation at IMD Losanna
- 25+ years experience in multinational Groups in high level roles (CFO, GM and CEO)

# ELITE AND COMMITTED LEADERSHIP TEAM



**João Wemans** - Chief Digital Platform Officer

- Physics Engineer (Lisbon, Portugal) and Ph.D. in Ultra-high Power Laser Technology (Lisbon, Portugal)
- Collaboration with G. Mourou (Physics Nobel Prize in 2018)
- 10+ years experience in Energy



**Carlo Cigna** - Chief Technology Product Officer

- Certificate in: Quantitative Finance (Fitch), Nuclear Engineering (PoliTo)
- Executive Masters in: Innovation (HBS), Pricing (MIT), Algotrading (Oxford)
- 15+ years experience in Energy



**Franco Pancino** - Direct Sales Director

- Graduated in Political Sciences at University of Milan
- Career started in 2003, dealing with customer acquisition with a strong focus on marketing involving both proprietary and external sales networks
- 10 years experience in Energy



**Federica Berardi** - Chief Financial Officer and IRM

- Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School) and Geography Degree (Torino)
- CFO of the year 2022 category EGM Company
- 10+ years experience in Energy



**Giada Giangreco** - Reseller Channel Director

- Foreign Languages and Literature Degree at University of Turin
- Specialized in after-sales department and processes with a strong focus on customer satisfaction
- 11 years experience in Energy



**Sergio Amorini** - Business Development Director

- Nuclear Engineer (PoliTo); Master in Plasma Physics (Lisbon, Portugal); Master in Relationship Management & Executive Master in Digital Transformation & Business Strategy (Il Sole24Ore Business School)
- 9+ years experience in Energy



**Elisa Argenta** - Marketing & Brand Director

- 10+ years of experience in brand growth and performance across international markets
- Background in Design (IUAV) and a Master's in Business Strategy (Il Sole 24 Ore)
- Focused on digital innovation, customer experience, and integrated touchpoint optimization



**Clara Ghigo** - Director of After-Sales Technical and Engineering Services

- Civil engineering degree (PoliTo)
- Specialized in after-sales service, with a strong focus on increasing customer satisfaction and its retention
- 7+ years experience in Energy



**Davide Debernardi** - HR Director - People & Culture

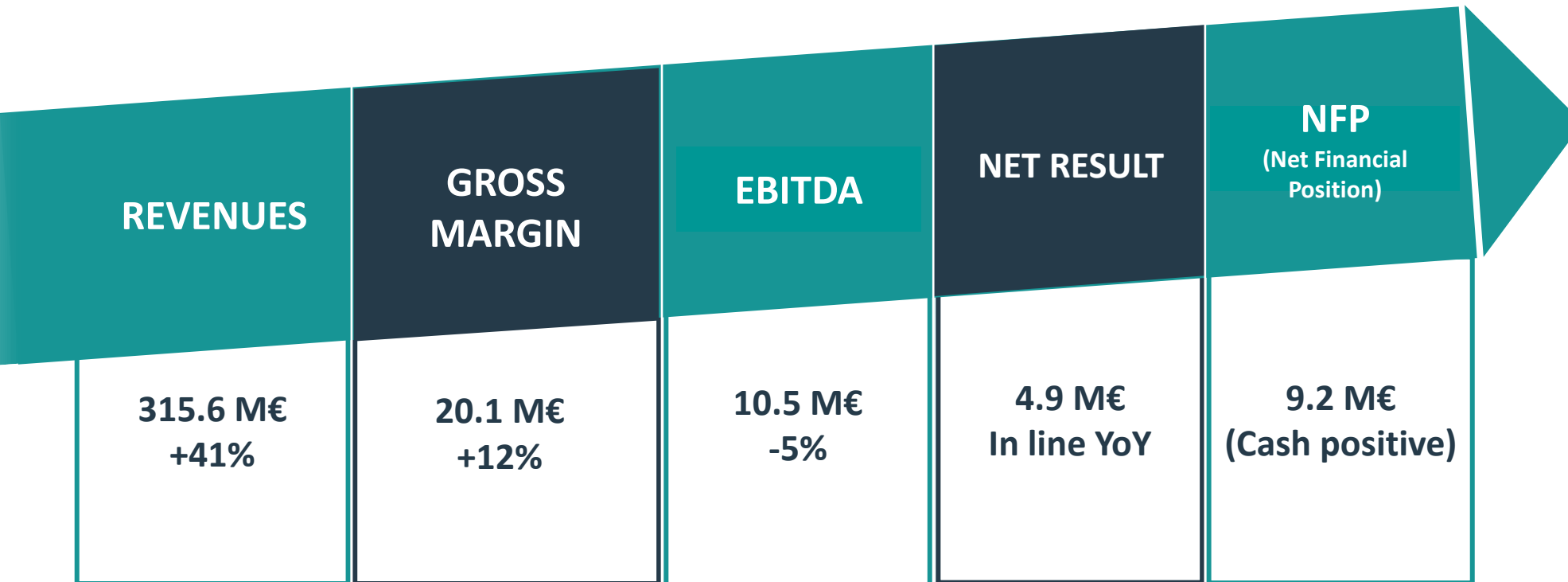
- Graduated at San Raffaele University (Milan); Master in Philosophical Counseling and Existential Anthropology (Rome) and in HR Management (24ORE Business School)
- Specialized in training, organizational development, corporate culture, and HR management
- 7+ years' experience in talent development and empowerment



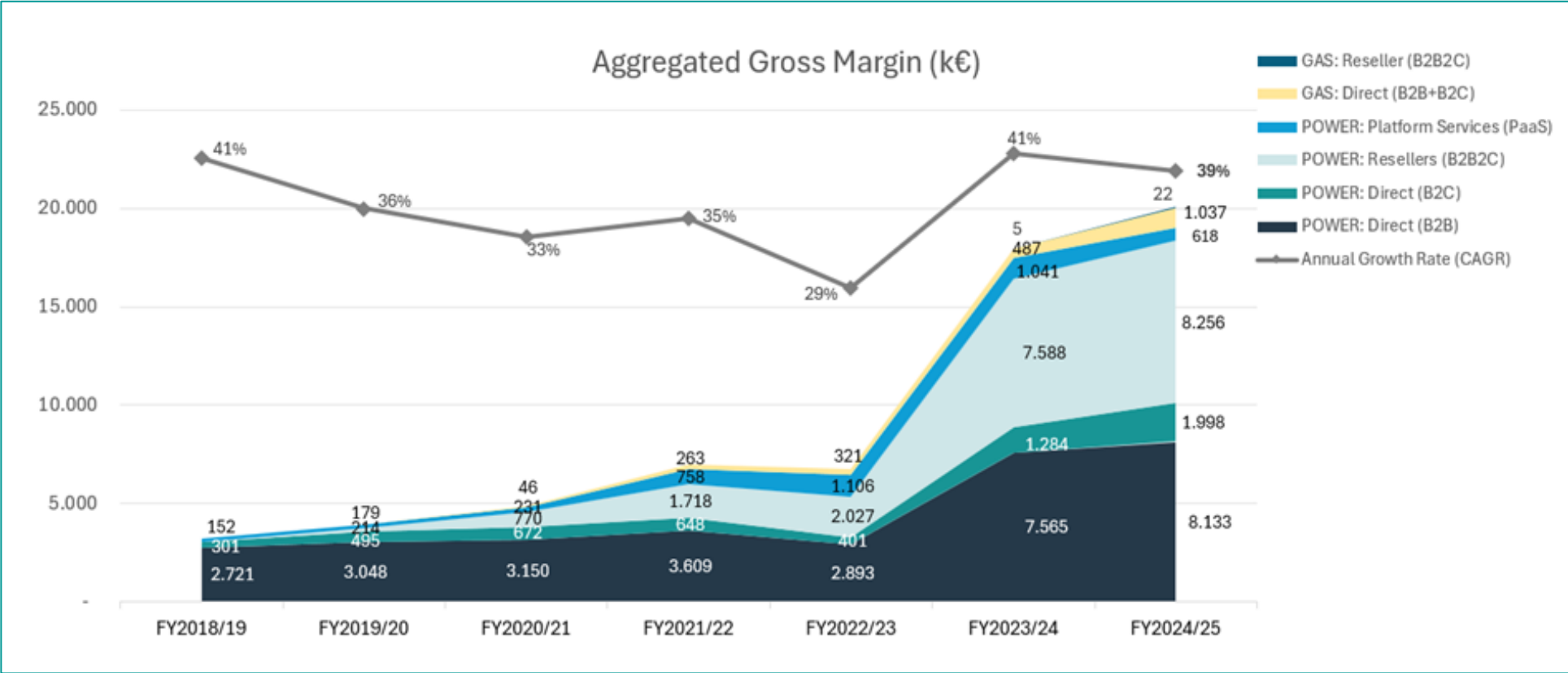
# KEY NUMBERS

# FY 2024/25 KEY FINANCIAL RESULTS

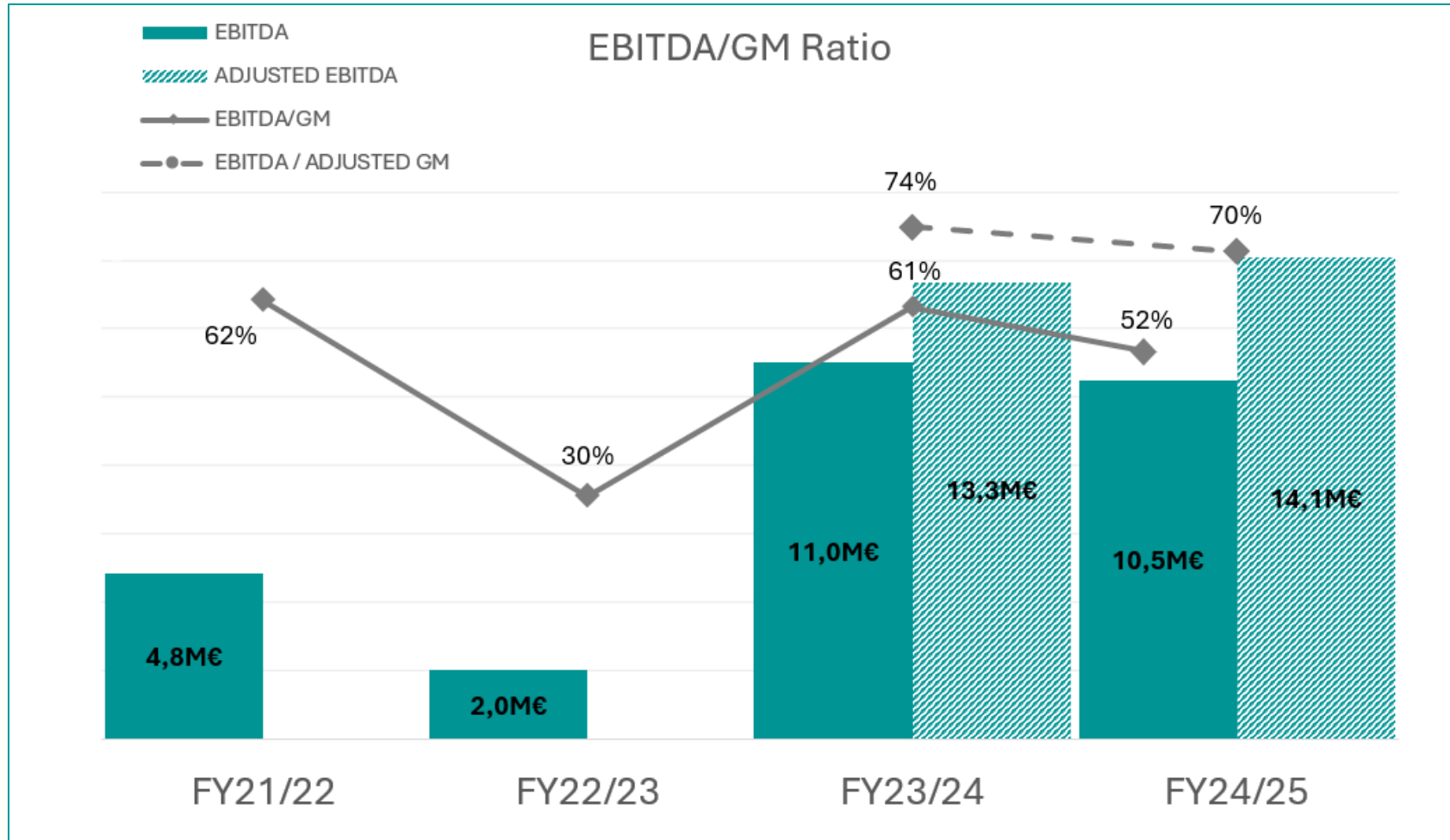
Comparison with FY23-24: July 2023 – June 2024



# AGGREGATED GROSS MARGIN EVOLUTION



# GROSS MARGIN TO EBITDA CONVERSION RATE

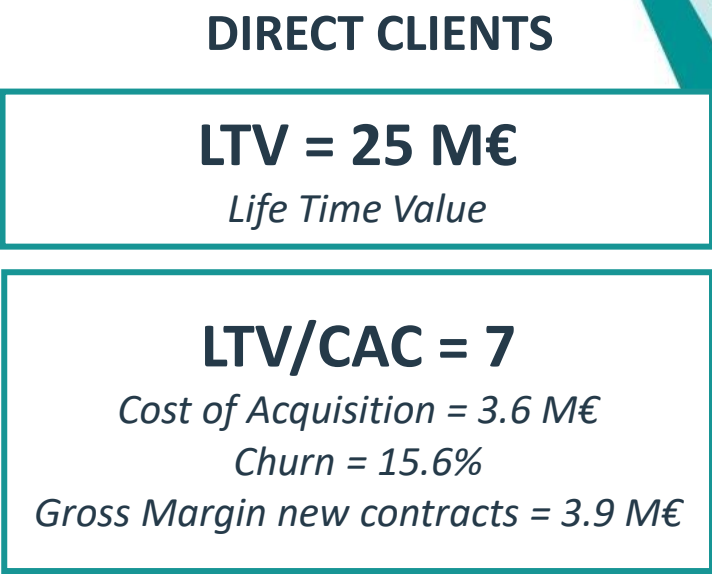
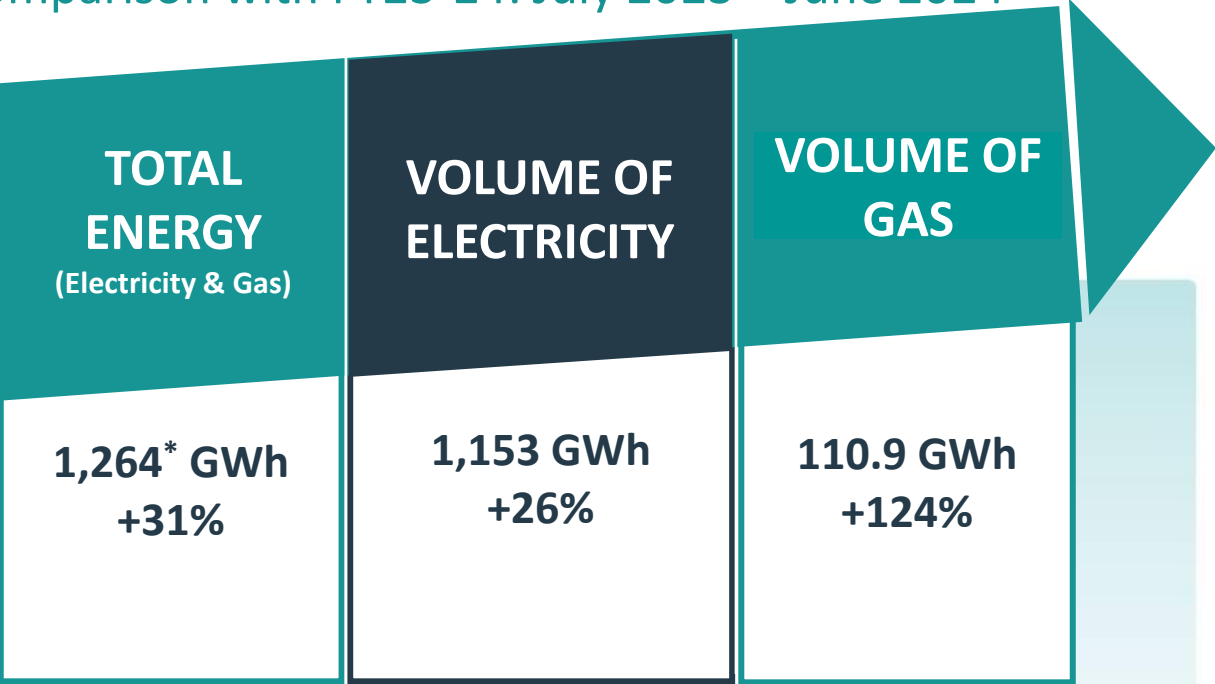




# MAIN INDICATORS FY24-25

Comparison with FY23-24: July 2023 – June 2024

1/2



RESELLERS CLIENTS	DIRECT CLIENTS
789 GWh +28% YoY	475 GWh +38% YoY
784 GWh +27% YoY	369 GWh +25% YoY
4.8 GWh +770% YoY	106.1 GWh +117% YoY

TOTAL ENERGY

ELECTRICITY

GAS

\* Value calculated as the sum of the electricity delivered and the gas supplied, the latter converted into GWh according to the standard formula defined by ARERA.



# MAIN INDICATORS FY24-25

Comparison with FY23-24: July 2023 – June 2024

2/2

Total Collection  
point

No. of  
RESELLER  
SERVED

194,856  
-5%

109  
15% of all  
operators in Italy

## DIRECT CLIENTS

31,670  
+30% YoY

25,994  
+24% YoY

5,676  
+69% YoY

## RESELLERS CLIENTS

163,186  
-9% YoY

161,626  
-10% YoY

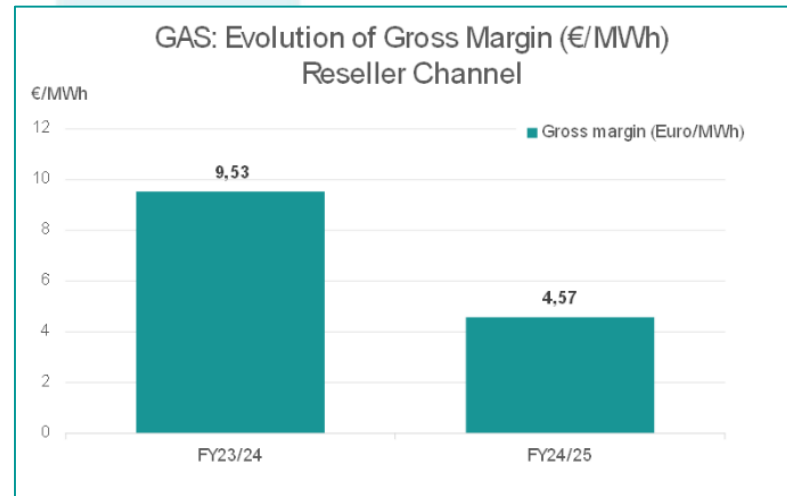
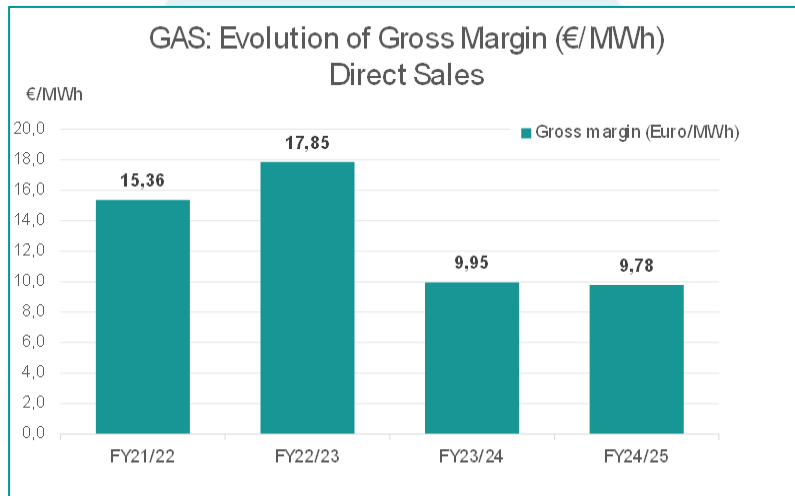
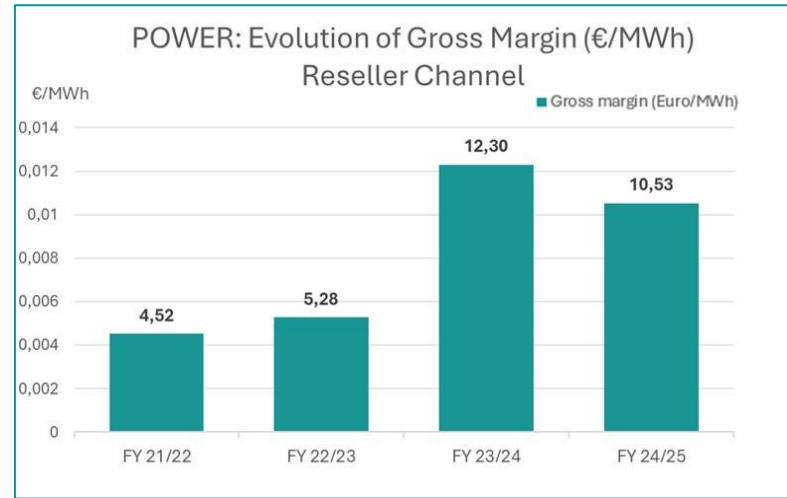
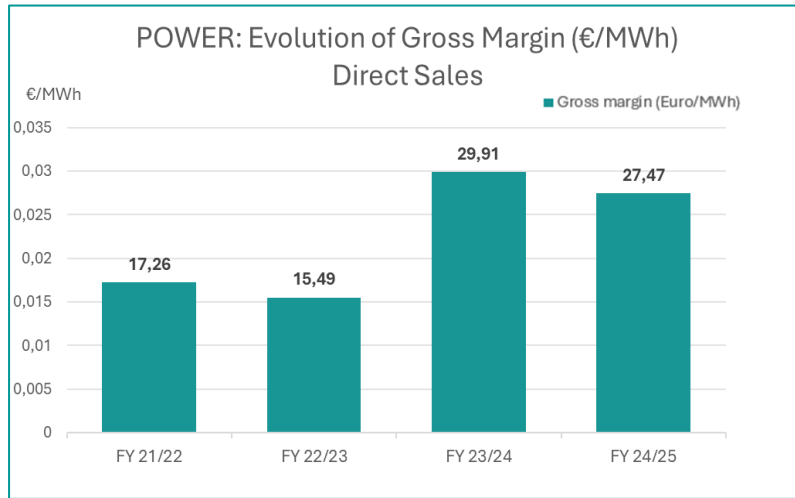
1,560  
+1305% YoY

TOTAL  
ENERGY

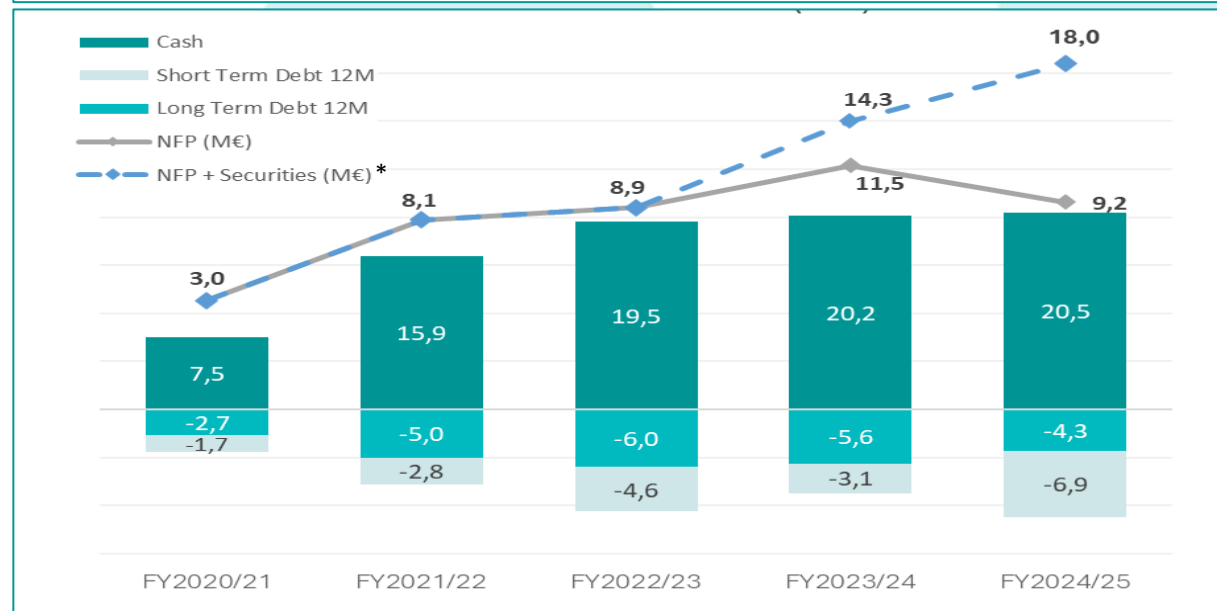
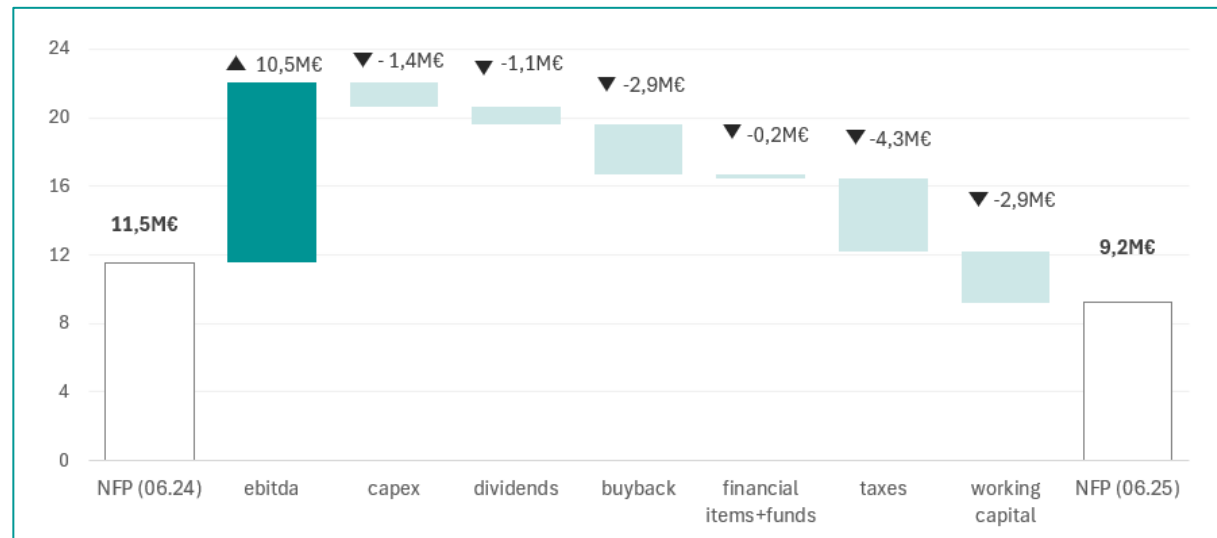
ELECTRICITY

GAS

# GROSS MARGIN PER UNIT: ENERGY & GAS



# NET FINANCIAL POSITION



**Total liquidity (cash)** at June 30, 2025 amounts to **€ 20.5 million**, of which € 20 million in liquid assets and € 0.5 million in time deposits, while **financial debt** amounts to **€ 11.2 million**.

The NFP from June 30, 2024 to June 30, 2025 was affected as follows:

- positively by ebitda (€ 10.5 million)
- negatively by capex (€ 1.4 million), distribution of dividends (€ 1.1 million), purchase of own shares (€ 2.9 million), taxes (€ 4.3 million) and NWC (€ 2.9 million)

## RATING (19th December 2024)

**Raises rating from A3.1 to A2.2**  
**(Cerved Rating Agency)**  
**= A (S&P's and FITCH)**  
**A (MOODY'S)**

\* NFP + Securities" highlights the correction of the Net Financial Position taking into account the Securities, which are not included in the calculation of the NFP following the Italian accounting principles. To calculate this value, treasury shares and other non-material options were added to the NFP of the period.



# MAIN INDICATORS FY24-25

Apple marketplace comparison with FY23-24: July 2023 – June 2024

Traded Tons (apples)	Revenues
1,519 +1096%	0.5 M€ +276%

In October 2024 signed a partnership agreement with Seed Group, company of The Private Office of Sheikh Saeed bin Ahmed Al Maktoum, in order to scale the proprietary SMARTMELE platform globally, starting from the Gulf countries



# STRATEGY

Expansion of commercial activities to promote GAS to all types of customers, throughout Italy



Expansion of commercial activities in the small and medium-sized business segment in Piedmont and Liguria



Expansion of commercial activities in the RETAIL segment towards customers sensitive to local presence



Expanding online sales in the Health & Fitness segment thanks to the proprietary EVISO GIRO platform



Expansion of commercial activities in the indirect sales segment through agencies throughout Italy



Expansion of activities in Southern Europe (Spain, Portugal, etc.) also through M&A operations





# Last news

**eVISO**  
AI  
FOR  
COMMODITIES



25<sup>th</sup> June 2025

eVISO accelerates the development of the gas segment: the pipeline of contracts signed by resellers rises to 10 Msmc and the geographical coverage rises to 85.4% of the Italian territory



23<sup>rd</sup> July 2025

eVISO signs an agreement with a Piedmont-based company operating in the business services and consultancy sector, to offer advanced energy solutions to private clients and companies



19<sup>th</sup> September 2025

eVISO's gas segment exceeds 180 GWh under management in September 2025, growing +143% compared to September 2024



9<sup>th</sup> July 2025

eVISO: accelerates software development times by 10X with the release of "human AI enhanced software development" ai agent



12<sup>th</sup> September 2025

New important technological upgrade that extends the automatic activities performed by the proprietary eVISO platform



## Next events

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**27<sup>th</sup> October 2025**

Shareholders' Meeting (first call)

**28<sup>th</sup> October 2025**

Shareholders' Meeting (second call)

**12<sup>th</sup> November 2025**

Communication of 1Q 25-26 KPIs as of September 30, 2025

For more information: [www.eviso.ai](http://www.eviso.ai)

# TOTAL GROSS MARGIN AND VOLUME: ENERGY & GAS

